# RADIO STATIONS KFUO-AM and KFUO-FM a DEPARTMENT, of THE LUTHERAN CHURCH-MISSOUR! SYNOD NOTES TO FINANCIAL STATEMENTS - Continued FOR THE YEAR ENDED JUNE 30, 1987

000020

On September 30, 1985, the Radio Station leased its 92 KH3 Sub-Carrier Channel on an exclusive basis to Mutual Broadcasting Systems, Inc. (Mutual) for the transmission of various material. The terms of the lease stipulate that in consideration for the above mentioned service, Mutual agreed to pay the greater of 1) A proportional share of national gross revenues derived from the Sub-Carrier Network, or 2) the following lease payments:

1st Year	\$ 19,008
2nd Year	20,508
3rd Year	21,508
4th Year	22,608
5th Year	23,808

The initial term of the lease is for a period of 5 years subject to the terms and conditions as outlined in the agreement. Income received by the station in connection with the lease amounted to \$20,174 during 1987.

14. In accordance with Statment of Position 78-10, Accounting Principles and Reporting Practices for Certain Non-Profit Organizations, accounting policies adopted by The Lutheran Church-Missouri Synod, required the Radio Stations (effective June 30, 1987) to change the method of accounting for investments. Prior to June 30, 1987, investments were carried at the lower of cost or market. Subsequent to that date, the carrying value of all investments are recorded at market value. Unrealized gains and losses are reflected in the financial statements as a result of market fluctuations.

The financial statements of the Radio Stations for the year ended June 30, 1986, have been restated to reflect this change. The effect of this restatement on the Current and Endowment fund balance sheets for the year ended June 30, 1986 was as follows:

		CURREN	CURRENT FUND ENDOWMENT FUND				
		Current and Balance	Investments	Term Endowmer	)†	In	vestments
Balances as Pre- viously Reported	\$	623,290	\$ 199,629	\$ 13,700	— )		20,912
Unrealized Gain on Investments due to Change in Market Value		27,141	27,141	2,732	<b>?</b>		2,732
Balances Restated	\$_	650,431	\$ 226,770	\$ 16,432	•	- \$_	23,644



THE LUTHERAN CHURCH-MISSOURI SYNOD

International Center
1333 South Kirkwood Road
Saint Louis, Missouri 63122-7295
314 965-9000 Telex 43-4452 Lutheran STL

Internal Audit Department

AUDITORS' REPORT ON OTHER FINANCIAL INFORMATION

The Standing Committee on Broadcast Radio Stations KFUO-AM and KFUO-FM St. Louis, Missouri

The audited financial statements of Radio Stations KFUO-AM and KFUO-FM and our report thereon are presented in the preceding section of this report.

The financial information presented in the following schedules was derived from the accounting records tested by us as part of the auditing procedures followed in our examination of the aforementioned financial statements, and in our opinion is fairly presented in all material respects in relation to the financial statements taken as a whole; however, it is not necessary for a fair presentation of the financial position, results of operations and changes in the fund balances of Radio Stations KFUO-AM and KFUO-FM.

THE LUTHERAN CHURCH-MISSOURI SYNOD Internal Audit Department

Jeht W Samuer

St. Louis, Missouri August 7, 1987

## RADIO STATIONS KFUO-AM and KFUO-FM a DEPARTMENT, of THE LUTHERAN CHURCH-MISSOURI SYNOD SCHEDULE OF CHANGES IN INVESTMENT IN PLANT FUND BALANCES FOR THE YEAR ENDED JUNE 30, 1987

		PLANT	FUND		COMMERC IAL	ACCUMULATED	NET
	BALANCE 6/30/86	ADDITIONS	DEDUCTIONS	BALANCE 6/30/87	AIR TIME PAYABLE	DEPRECIATION 6/30/87	INVESTMENT IN PLANT
TRANSMITTER EQUIPMENT			02000.1010				
AM Transmitter	\$ 59,573	\$	\$	\$ 59,573	\$	\$ 51,173	\$ 8,400
FM Transmitter	61,484			61,484		51,568	9,916
FM Subchannel Transmitter	22,864	75 047		22,864		14, 114	8,750
FM Multi Station Antenna	93,112	35,967		129,079		13,138	115,941
	237,033	35,967		273,000		129,993	143,007
RADIATING EQUIPMENT	25,881			25,881		25,881	
STUDIO TECHNICAL EQUIPMENT							
Studio and Production	102,415	48,306		150,721		79,832	70,889
Library of Recordings	21,147	•		21,147		21,147	· •
	123,562	48,306		171,868		100,979	70,889
FURNITURE AND EQUIPMENT							
Studios	11,867	450		12,317	5, 250	9,539	(2,472)
Offices	85,526	3,005		88,531		57,116	31,415
Refrigeration	17,900			17,900		8,950	8,950
Telephone System	12,659	2,386		15,045		6,568	8,477
Maintenance Tools 1985 Chevrolet Van	1,894			1,894		1,281	613
Computer Upgrade	9,876 13,323			9,876 13,323		2,963 3,996	6,913 9,327
Comparer opgrade	153,045	5,841		158,886	5,250	90,413	63,223
BUILDINGS						<del></del>	
Mein Building	133.917			133,917		106,834	27,083
Office Annex Building	132,299			132,299		132,299	27,003
•	266,216			266,216	-	239,133	27,083
IMPROVEMENTS OTHER THAN BUILDINGS	8,657			8,657		6,277	2,380
TOTAL	\$ 814,394	\$ 90,114	<u>-</u>	\$ 904,508	\$ 5,250	\$ 592,676	\$ 306,582

### RADIO STATIONS KFUO-AM and KFUO-FM a DEPARTMENT, of THE LUTHERAN CHURCH-MISSOURI SYNOD SCHEDULE OF CURRENT FUND REVENUE (Compared with Budget)

	FOR THE Y	'EAR ENDED JUN	E 30, 1987 FAVORABLE	FOR THE Y	EAR ENDED JUN	E 30, 1986 FAVORABLE
	ACTUAL	BUDGET	(UNFAVORABLE)	ACTUAL	BUDGET	(UNFAVORABLE)
Legacies and Bequests	\$ 435,128	\$ 200,004	\$ 235,124	\$ 576,980	\$ 189,996	\$ 386,984
Gifts and Grants						
Synod	-		-	955	-	955
Individuals	127,739	152,400	(24,661)	122,253	197,400	(75, 147)
Congregations	39,739	40,008	(269)	37,090	51,000	(13,910)
Organizations	7,194	9,996	(2,802)	8,395	9,000	(605)
Underwriting Grants	22,443	18,000	4,443	17,362	18,000	(638)
Birthday Offerings Memorial Wreaths	2,402	3,000	(598) (5.722)	2,435	3,000	(565)
Other	35,270 17,776	40,992	(5,722)	41,595	30,000	11,595
Total	252,563	57,900 322,296	(40,124) (69,733)	24,214 254,299	21,408 329,808	2,806 (75,509)
10181	232,363	322,290	(09,133)	274,277	329,000	(17,709)
FM Commercials	324,038	431,400	(107,362)	368,507	341,496	27,011
Investment Income	44,283	27,000	17,283	33,266	21,996	11,270
Designation of Endowment Income	500	-	500	500		500
Extension Service	5,415	5,796	(381)	5,721	10,596	(4,875)
Operating Lease	20,174		20,174	14,784	_	14,784
Unrealized Gain on Investments	8,555	-	8,555	11,273	-	11,273
TOTAL	\$1,090,656	\$ 986,496	\$ 104,160	\$1,265,330	\$ 893,892	\$ 371,438

### RADIO STATIONS KFUO-AM and KFUO-FM a DEPARTMENT, of THE LUTHERAN CHURCH-MISSOURI SYNOD

SCHEDULE OF CURRENT FUND EXPENDITURES BY DEPARTMENT - SUMMARY FOR THE YEAR ENDED JUNE 30, 1987

<u>-</u>	TOTA	L 1986	INCREASE (DECREASE)	NEWS AND PUBLIC AFFAIRS	DEVELOPMENT AND PUBLIC RELATIONS		PRODUCTION AND TRAFFIC	RELIGIOUS PROGRAM- MING	EXTENSION SERVICES	ADMINIS- TRATION AND GENERAL	FM PROGRAM- MING	BUS I NESS SERV ICES
Salaries	\$ 417,629	\$ 346,090	\$ 71,539	\$ 49,98	7 \$ 11,770		\$ 34,357	\$ 50,348	\$		\$ 140,120	\$ 28,523
Employee Benefits	80,886	76,455	4,431	7,976	5 <b>1,49</b> 6	12,217	6,938	9,028		7, 138	28,005	8,088
Professional Fees	22,812	17, 112	5,700			530						22,282
Travel	2,704	1,696	1,008		133	280		42		1,452	8	789
Stationery and Departmental	22 720	77 740	/14 610)	600	0 320	6 061		229		100	4 170	11 240
Supplies Insurance	22,729 7,337	37,348	(14,619) 2,963	804	0 320	6,061		229	•	100	4, 170	11,249 7,337
Maintenance & Repairs-Building	9,624	4,374 11,396	(1,772)									9,624
-Grounds	7,024	481	(481)									3,024
-Equipment	13,729	17,833	(4, 104)			7,574	177					5,978
Seminars	_	94	(94)									
Utilities	21,276	22,911	(1,635)									21,276
Telephone	9,358	6,146	3,212	529	5 378	192	79	1,214	•	160	2,286	4,524
Postage	17,888	20,039	(2, 151)		8,388			.,	4,740			
Promotions & Promotional Materia	al 8,672	15,024	(6,352)		6,598				•		2,074	• •
Media Trade Outs	38,083	71,331	(33, 248)								38,083	
Volunteers	83	71	12		83							
Printing, Artwork and Labels	26,377	19,752	6,625		23,627				2,750			
Mailing and Addressing Advertising	9,669 4,200	3,307	6,362 (4,295)		7,581				2,088		4 200	
AUVOR 1151 mg	4,200	8,495	(4,295)								4,200	
Program Schedules	4,698	3,756	942								4,698	<b> </b>
Inserting Envelopes	4,177	1,517	2,660		4, 177							
Great Commission Convocation	-	161	(161)									
Survey Services	48	48	-	20	_	48	3					
Tapes Lines and Special Wires	288 21,879	3,000	(2,712) (1,613)	28 83		4, 993	6,533	6 204			3, 224	
Records, Transcriptions and	21,079	23,492	(1,012)	65	9	4, 77.	0,555	6,29	,		3, 224	•
Syndicated Programs	20,543	17.899	2,644					1,73	7		18,806	•
Talent	7,270	7,670	(400)					4,780		)	400	
News Service	18,058	16,282	1,776	18,05	8			•				•
Tower Rental	16,250	-	16,250								16,250	00002
Research	2,220	250	1,970								2,220	$\mathbf{Q}_{i}$
Pressings	13,676	13,488	188						13,676	5		, N
Agency Fees	32,665	35,145	(2,480)								32,66	
Sales Commissions Subscriptions and Dues	41,603 3,127	41,057	546	58	5 25					2 51	41,603	•
Bad Debt Expense	12,218	791 1,327	2,336 10,891	20	25					2,51	12,216	
Other	31,752	18,284	13,468	1,17	4 12,637	535	5 600	22	8 (228	3) 9,35		3,606
Todal										·		
Total	\$ 943,528	\$ 864,122	\$ 79,406	\$ 80,03	2 \$ 77,213	\$ 93,27	\$ 48,684	\$ 73,89	6 \$ 25,116	5 62,49	2 \$ 355,53	\$ 127,290
STATISTICS												
Program Distribution	100\$			. 8.5				7.8				
Budget	\$ 986,500			\$ 67,81	2 \$ 59,716	\$ 102,68	\$ 36,912	\$ 69,09	6 \$ 34,080	\$ 76,87	2 \$ 402,480	\$ 136,848
Budget Variance - Favorable	46						=		<b>0. 0. 0.</b>			
(Unfavorable)	42,972			(12,22						4 14,38 6 18.7	0 46,949	9,558 7.0%
\$ Variance	4.4\$			(18.0	)\$) (29 <u>.</u> 3\$	7. Y.Z	n (31,4%)	, (0,3	r, £043)	. 106	- ''•'	- 1 <b>0</b> 0p

# RADIO STATIONS KFUO-AM and KFUO-FM a DEPARTMENT, of THE LUTHERAN CHURCH-MISSOURI SYNOD SCHEDULE OF CURRENT FUND EXPENDITURES BY DEPARTMENT FOR THE YEAR ENDED JUNE 30, 1987

	T	TOTAL INCREASE		
	1987	1986	(DECREASE)	
NEWS AND PUBLIC AFFAIRS				
Salaries	\$ 49,987	\$ 29,816	\$ 20,171	
Employee Benefits	7,976	5,171	2,805	
Stationery and Departmental Supplies	600	972	(372)	
Telephone	525	-	525	
Tapes	288	-	288	
Lines and Special Wires	839	800	39	
Records and Transcripts	-	45	(45)	
Talent	-	175	(175)	
News Service	18,058	16,282	1,776	
Subscriptions and Dues	585	791	(206)	
Other	1,174	92	1,082	
TOTAL	\$ 80,032	\$ 54,144	\$ 25,888	
DEVELOPMENT AND PUBLIC RELATIONS				
Personal Services and General:			•	
Salaries	\$ 11,770	\$ 17,473	\$ (5,703)	
Employee Benefits	1,496	4,152	(2,656)	
Travel	133	64	69	
Stationery and Departmental Supplies	320	4,304	(3,984)	
Seminars	-	94	(94)	
Telephone	378	-	378	
Postage	61	95	(34)	
Volunteers	83	71	12	
Subscriptions and Dues	25	-	25	
Other	1,272	1,921	(649)	
	15,538	28,174	(12,636)	
Newsletter:				
Postage	2,528	3,514	(986)	
Printing	6,873	11,604	(4,731)	
Artwork	882	-	882	
Mailing and Addressing	1,160	-	1,160	
Other	8		8	
	11,451	15,118	(3,667)	
Regular Promotions:				
Postage	5 <b>,</b> 577	9,212	(3,635)	
Printing	13,202	4,764	8,438	
Artwork	2,523	130	2,393	
Mailing and Addressing	6,421	1,274	5,147	
Other	<u>7,207</u>	489	6,718	
	34,930	15,869	19,061	

# RADIO STATIONS KFUO-AM and KFUO-FM a DEPARTMENT, of THE LUTHERAN CHURCH-MISSOURI SYNOD SCHEDULE OF CURRENT FUND EXPENDITURES BY DEPARTMENT FOR THE YEAR ENDED JUNE 30, 1987

	то	TAL	INCREASE
	1987	1986	(DECREASE)
DEVELOPMENT AND PUBLIC RELATIONS - Cont.		-	
Other Promotions:			
Postage	222	-	222
Promotional Material	6,598	6,533	65
Artwork	147	_	147
Advertising	-	8,495	(8,495)
KFUO Choir	33	<u>-</u>	33
Memorials	1,177	-	1,177
Inserting Envelopes	4,177	1,517	2,660
Outside Envelopes	328	_	328
Other	2,612	4,149	(1,537)
	15,294	20,694	(5,400)
TOTAL	\$ 77,213	\$ 79,855	\$ (2,642)
TECHNICAL			
Salaries	\$ 60,844	\$ 59,615	\$ 1,229
Employee Benefits	12,217	12,173	44
Professional Fees	530	415	115
Travel	280	572	(292)
Stationery and Departmental Supplies	6,061	8,713	(2,652)
Maintenance and Repairs - Equipment	7,574	13,373	(5,799)
Telephone	192	-	192
Survey Services	48	48	
Lines and Special Wires	4,993	10,094	(5,101)
Other	535	759	(224)
011101		1 29	(224)
TOTAL	\$ 93,274	\$ 105,762	\$ (12,488)
PRODUCTION AND TRAFFIC			
Salaries	\$ 34,357	\$ 25,471	\$ 8,886
Employee Benefits	6,938	6,097	841
Stationery and Departmental Supplies	0,000	3,012	(3,012)
Maintenance and Repairs - Equipment	177	138	39
Telephones	79	٥٠١	79
Tapes	- 1 <del>9</del>	2 045	
		2,045	(2,045)
Lines and Special Wires	6,533	-	6,533
Other	600	220	380
TOTAL	\$ 48,684	\$ 36,983	\$ 11,701

### RADIO STATIONS KFUO-AM and KFUO-FM a DEPARTMENT, of

#### THE LUTHERAN CHURCH-MISSOURI SYNOD SCHEDULE OF CURRENT FUND EXPENDITURES BY DEPARTMENT FOR THE YEAR ENDED JUNE 30, 1987

		TOTA	<b>A</b> L		11	ICREASE
	198		198	36	(DE	CREASE)
			<del></del>			
RELIGIOUS PROGRAMMING						
Salaries	\$ 50	,348	\$ 23	3,953	\$	26,395
Employee Benefits	9	,028	4	1,639		4,389
Travel		42		-		42
Stationery and Departmental Supplies		229		250		(21)
Te l'ephone	1	,214		-		1,214
Tapes		-		955		(955)
Lines and Special Wires	6	,290	10	, 838		(4,548)
Records and Transcripts	1	,737		390		1,347
Talent	4	,780	7	8,870		910
Other	<del></del>	228		126		102
TOTAL	\$ <u>73</u>	,896	\$45	,021	\$	28,875
EXTENSION SERVICES						
Personal Service and General:						
Stationery and Departmental						
Supplies	\$	_	\$	227	\$	(227)
Postage	•	31	•	4	•	27
Artwork				563		(563)
Other		(437)	1	,841		(2,278)
Office		(406)		,635		(3,041)
	<del></del>			,,000		
Portals of Prayer:						
Postage		,558		,303		255
Labels		,448		,691		(243)
Mailers and Materials		,088	2	,033		55
Talent		,090		-		2,090
Pressings	13	,676	13	,488		188
Other		<u>35</u>		49		(14)
	24	,895	22	,564	_	2,331
Great Commission Convocation	•	_		161		(161)
Other Records and Tapes:						
Postage		151		123		28
Labels		302		~		302
Talent	-	-	3	,625		(3,625)
Other		174		812		(638)
		627	4	,560		(3,933)
TOTAL	<b>t</b> 25	116	<b>t</b> 20	920	S	(4,804)
1 V 1116	\$ <u>25</u>	116	\$ <u>29</u>	,920	<b>*</b>	(4,004)

#### RADIO STATIONS KFUO-AM and KFUO-FM a DEPARTMENT, of THE LUTHERAN CHURCH-MISSOURI SYNOD

### SCHEDULE OF CURRENT FUND EXPENDITURES BY DEPARTMENT FOR THE YEAR ENDED JUNE 30, 1987

	TO	TAL	INCREASE
	1987	1986	(DECREASE)
ADMINISTRATION AND GENERAL			
Salaries	\$ 41,680	\$ 57,949	\$ (16,269)
Employee Benefits	7,138	16,021	(8,883)
Travel	1,452	346	1,106
Stationery and Departmental Supplies	100	107	(7)
Telephone	160	-	160
Postage	93	42	51
Subscriptions and Dues	2,517	-	2,517
Other	9,352	2,827	6,525
TOTAL	\$ 62,492	\$ 77,292	\$ (14,800)
FM PROGRAMMING			
Salaries	\$ 140,120	\$ 94,883	\$ 45,237
Employee Benefits	28,005	19,927	8,078
Travel	8	-	8
Stationery and Departmental Supplies	4,170	1,315	2,855
Te lephone	2,286	-	2,286
Postage	653	911	(258)
Promotions	2,074	8,491	(6,417)
Media Trade Outs	38,083	71,331	(33,248)
Advertising	4,200	-	4,200
Program Schedules	4,698	3,756	942
Lines and Special Wires	3,224	1,760	1,464
Records and Syndicated Programs	18,806	17,464	1,342
Talent	400	-	400
Tower Rental	16,250	-	16,250
Research	2,220	250	1,970
Agency Fees	32,665	35,145	(2,480)
Sales Commissions	41,603	41,057	546
Bad Debt Expense	12,218	-	12,218
Other	3,848	2,852	996
TOTAL	\$ <u>355,531</u>	\$ 299,142	\$ 56,389

### RADIO STATIONS KFUO-AM and KFUO-FM a DEPARTMENT, of

#### THE LUTHERAN CHURCH-MISSOURI SYNOD SCHEDULE OF CURRENT FUND EXPENDITURES BY DEPARTMENT FOR THE YEAR ENDED JUNE 30, 1987

		TO	TAL		11	NCREASE
		1987 1986		(DECREASE)		
BUSINESS SERVICES						
Salaries	\$	28,523	\$	36,930	\$	(8,407)
Employee Benefits		8,088		8,275		(187)
Professional Fees		22,282		16,697		5,585
Travel		789		714		75
Stationery and Departmental Supplies		10,323		15,596		(5,273)
Janitorial Supplies		926		2,852		(1,926)
Insurance		7,337		4,374		2,963
Maintenance and Repair - Building		9,624		11,396		(1,772)
- Grounds		_		481		(481)
- Equipment		5,978		4,322		1,656
Utilities		21,276		22,911		(1,635)
Telephone		4,524		6,146		(1,622)
Postage		4,014		1,835		2,179
Bad Debt Expense		_		1,327		(1,327)
Other		3,606		2,147		1,459
	<b>s_</b>	127,290	\$_	136,003	<b>\$</b>	(8,713)

THE LUTHERAN CHURCH--MISSOURI SYNOD
BOARD FOR COMMUNICATION SERVICES - KFUO RADIO STATION
ST. LOUIS, MISSOURI
JUNE 30, 1988

FINANCIAL STATEMENTS

(Unaudited)

### THE LUTHERAN CHURCH--MISSOURI SYNOD BOARD FOR COMMUNICATION SERVICES-KFUO RADIO STATION

### UNAUDITED FINANCIAL STATEMENTS

### June 30, 1988

Balance Sheet	j
Statement of Current Fund Revenue, Expenses and Changes in the Fund Balance	2
Schedule of Current Fund Revenue and Expenses Compared with Budget - AM	3
Schedule of Current Fund Revenue and Expenses - AM	4
Schedule of Current Fund Revenue and Expenses Compared with Budget - FM	5
Schedule of Current Fund Revenue and Expenses - FM	6

### The Lutheran Church Aissouri Synod Board for Communication Services - KFUO Radio Station Balance Sheet June 30, 1988

Current Fund 	Unexpended \$	Expended *	Endowment Fund \$	Total Fund  \$1,534 217,931 2,842 111,029 4,189
217,931 2,842 111,029 4,189 251,077 4,683	\$	\$	·	217,931 2,842 111,029
217,931 2,842 111,029 4,189 251,077 4,683	<b>\$</b>	\$	·	217,931 2,842 111,029
217,931 2,842 111,029 4,189 251,077 4,683		·	23,585	2,8 <b>4</b> 2 111,029
111,029 4,189 251,077 4,683			23,585	111,029
4,189 251,077 4,683			23,585	
251,077 4,683			23,585	4,189
4,683			23,585	
				274,663
2,050				4,683
				2,050
		273.000		273,000
				28,531
				214,536
				158,886
		266,216		266,216
		8,657		8,657
		(654,489)		(654,489)
595,336	0	295,337	23,585	914,258
	========	========	========	========
21,192	(21,192)			
37,692	· · · · · · · · · · · · · · · · · · ·			37,692
28,839				28,839
3,487				3,487
	21,192			21,192
504,126			23,585	527,711
		295,337		295,337
\$595,336	\$ 0	\$295,337	\$23,585	\$914,258
	21,192 37,692 28,839 3,487 504,126	21,192 (21,192) 37,692 28,839 3,487 21,192 504,126	8,657 (654,489)  595,336	28,531 214,536 158,886 266,216 8,657 (654,489) 595,336 0 295,337 23,585 ===================================

## The Lutheran Church--Missouri Synod Board For Communication Services-KFUO Radio Station Statement of Current Fund Revenue, Expenses and Changes in Fund Balance For the Year Ended June 30, 1988

	AM	FM	Total
REVENUE:			
Gifts and Grants	\$341,094	\$	\$341,094
Legacies & Bequest	34,841	Ψ	34,841
Congregations Individuals	103,260	2,890	
Memorials	30,491	-,	30,491
Grants	47,312		47,312
424			
	556,998	2,890	559,888 469,635
Commercial Sales	4,004	465,631	400,000
Less: Direct Expense- Agency Commissions		45,265	45,265
Sales Commissions		85,613 /	
		204 750	220 757
Net Sales	4,004	334,753	338,757 46,951
Interest	46,951 7,215		7,215
Unrealized Gain Other Revenue	42,970	22,723	65,693
Other Revenue			
Total Revenue	658,138	360,367	1,018,504
EXPENDITURES: Personnel Cost	320,054	364,073	684,127
Travel & Meetings	3,667	2,779	6,446
Consult. Hospitality	12,826	27,830	40,656
Advertising Promotions	22,000	40,003	40,003
Promotional Materials	8,963	3,269	12,232
News Service Agency	20,403√		20,403
Audio/Visual Production	16,012		16,012
Bldg. Repairs & Maint.	10,225		10,225
Creative Dev/Res	40.400	1,245	1,245
Equipment Maintenance	19,492	14,211	33,703 12,086
Films, Prints, Layouts	13,253	12,086	13,253
Heat,Light,Power,& Water Power & Lease Payment(KMJM)	10,200	31,050	31,050
Inst. & Special Training	49	02,000	49
Insurance	7,370		7,370
Legal Fees	12,604		12,604
∠Long Distance	5,327	1,387	6,714
Mailing & Shipping	17,996	2,005	20,001
Membership	1,990	8,148 /	1,990 8,148
<pre>/ Uncollectible Debts Miscellaneous</pre>	14,927	10,994	25,921
Office Supplies & Forms	13,360		
Printing & Reproduction	27,774		34,600
Programs Syndicated		17 427	17,427 19,795
Publ. Bulletins Print		19,795	
Tapes	4,126		4.126
Telephone	16,820 ✓	9,144/	
Records & Transcriptions	1,418 3,892	5,132	1,418 9,024
Supplies - Control Room Equipment Purchase	12,101		24,549
Tower Rental - FM	12,101	31,466	
Allocation - 40% to FM	(41,487)	41,487	
Total Expenses	523,162	669,192	1,192,355
Excess (Deficiency) of			
Revenue Over Expenses	\$134,976	(\$308,825)	(173,851)
Beginning Balance - July 1, 1987			728,545
Less: Transfers to Plant Fund	41,570	8,998	50,568
Ending Fund Balance - June 30, 198	8		\$504,126 ========
	- Page 2 -		

| The | nerd | nurd | iss | Sy | | | Board For Communicati | Services KFUO-AM Radio Station | Statement of Revenue and Expenses Compared with Budget | For the Year ended June 30, 1988

	MONTH			YEAR-T	0- D A T E		
			ravorable			Favorable	
	Actual	Budget	Variance	Actual	(Un Budget	Variance	
REVENUE:							
Lamadaa ( D	\$61.705	\$16 667	\$45 03R	<b>\$341 004</b>	\$200,004	<b>#141</b> 000	
Individuals	2,617	12.507	(9.890)	103 260	150 084	4141,030	
Congregations	2.989	5.834	(2,845)	34 841	70 008	(40,044)	
Grants	644	1.700	(1,056)	47.312	20 400	26 912	
Memorials	1.881	2.920	(1,039)	30 491	35 040	20,512 (4 549)	
Investment Earnings	3.353	3.000	353	46 951	36,040	10 051	
Others	22,583	1.790	20 793	50 185	21 480	20,331	
Individuals Congregations Grants Memorials Investment Earnings Others Commercial Sales	311	195	116	4,004	2,340	1,664	
Total Revenue	00,000	44,010	31,410	000.100	202.325	122.782	
EXPENDITURES:							
EXPENDITURES: Personnel Cost Travel & Meetings Consult. Hospitality Advertising Promotional Materials	26 411	00 450	(0.004)		317,400 5,436		
Travel & Mostings	30,411	26,450	(9,961)	320,054	317,400	(2,654)	
Consult Hospitality	1 500	403	(13)	3,667	5,436	1,769	
Advertising	1,569	015	(714)	12,826	10,500	(2,326)	
Dwomotional Materials	0 551	300	300		3,600	3,600	
Neus Service Agency	2,001	1,273	(1,278)	8,963	15,272	6,309	
Audio/Viguel Production	400	1,660	1,192	20,403	19,920	(483)	
Plds Poppins & Maint	1,132	1,586	454	16,012	19,032	3,020	
Fourment Maintenance	1,029	1,160	131	10,225	13,920	3,695	
West Light Dover & Water	1,000	1,053	(33)	19,492	12,635	(6,857)	
That A Chapial Tunining	1,422	1,010	(412)	13,253	12,120	(1, 133)	
Inst. & Special Training	Ü	83	83	49	1,000	951	
Insurance	2 710	850	850	7,370	10,200	2,830	
Long Distance	3,719	1,500	(2,219)	12,604	18,000	5,396	
Long Distance	404	696	242	5,327	8,356	3,029	
Mombonshim	1,095	2,537	1,442	17,996	30,444	12,448	
Missellerseys		342	342	1,990	4,104	2,114	
Office Cupplies & Power	1,805	627	(1,178)	14,927	7,524	(7,403)	
Drinting & Demoduation	246	1,297	1,051	13,360	15,564	2,204	
Other Propotional Fun	11,649	2,333	(9,316)	27,774	28,000	226	
Tabes	500	1,208	1,208		14,496	14,496	
Tapes Talanhana	253	375	(188)	4,126	4,500	374	
Pecenda & Turnaniati	1,470	1,250	(220)	16,820	15,000	(1,820)	
Control Poor Countries	285	335	50	1,418	4,020	2,602	
Fourthment Dunches	457	443	(14)	3,892	5,316	1,424	
Allocation to EM	267	420	153	12,101	5,040	(7,061)	
WITOGRETON TO BU	(4,083)	(3,112)	971	(41,487)	(37,339)	4,148	
Personnel Cost Travel & Meetings Consult. Hospitality Advertising Promotional Materials News Service Agency Audio/Visual Production Bldg. Repairs & Maint. Equipment Maintenance Heat, Light, Power, & Water Inst. & Special Training Insurance Legal Fees Long Distance Mailing & Shipping Membership Miscellaneous Office Supplies & Forms Printing & Reproduction Other Promotional Exp. Tapes Telephone Records & Transcriptions Control Room Supplies Equipment Purchase Allocation to FM  Total Expenses	64,081	47,005	(17,076)	523,162	564,060	40,898	
Excess (Deficiency) of							
Revenue Over Expenses	\$32 002	(42 302)	#3/ 30/	#124 OZC	/#00 704\	#100 COC	
The state of the s	=======	(#2,032) =======	=======	φ104,810	(\$28,704)	\$100,08U	

## The Luchera hurch-Missouri Synod Board For Communication Services-KFUO Radio Station - AM Schedule of Current Fund Revenue and Expenses For the Year Ended June 30, 1988

	General Admin.	Develop and P.R.	Promotions	Extension	By the Way	Admin. Services	Business Services	Technical Services	Total
REVENUE:					*				
Gifts & Grants- Legacies & Bequests Congregations	\$341,094 34,841	\$	\$	\$	\$	\$	\$	\$	\$341,094 34,841
Individuals Memorials Grants Interest	33,952 30,371 47,312 46,951		68,685 120		623				103,260 30,491 47,312 46,951
Commercial Sales	•			1,504	2,500				4,004
Unrealized Gain	7,215			•					7,215
Other Revenues	41,490		1,310		170				42,970
Total Revenue	583,226	0	70,115	1,504	3,293	0	0	0	658,138
EXPENDITURES:									
Personnel Cost	158,628	23,130			4,070	44,424	33,920	55,881	320,054
Travel & Meetings	665	221				694	1,757	330	3,667
Consult. Hospitality	2,379	4,827	4,431			1,088		100	12,825
Promotional Materials	232		8,011		720				8,963
News Service Agency Audio/Visual Production	20,403		3,006		13,006				20,403 16,012
Building Repairs & Maint.			0,000		10,000		10.225		10,012
Maintenance Supplies							953	2,939	3,892
Maint. & Control Rm. Suppl.							17,020	2,472	19,492
Heat, Light, Power, & Water							13,253		13,253
Inst. & Special Training		49					_ :		49
Insurance Legal Fees							7,370		7,370
Long Distance	3,714	309				1.195	12,604	110	12,604 5,327
Mailing & Shipping	21	275	8,498	187	5,049	1,674	2,292	110	17,996
Membership	150	98	•			1,742	_,		1,990
Miscellaneous	1,823	1,848	543	503	2,465	1,080	6,181	484	14,927
Office Supplies & Forms	106	188	563	217	3,886	_4	8,365	32	<b>O</b> 13,360
Printing & Reproduction Tapes	3,811	1,799	18,515	1 120	3,543	55	51		O 27,774 O 4,126
Telephone	2,996 7,154			1,130		40	8,353	1,273	
Records & Transcriptions	436				983	40	0,000	1,210	$\omega_{1,418}$
Equipment Purchase							5.523	6,578	<b>6</b> 12,101
Allocation - 40% to FM						(3,029)	(37,579)		
Total Expenses	202,518	32,744	43,566	2,038	33,720	48,968	90,289	69,320	523,162
Excess (Deficiency) of Revenue Over Expenses	\$380,708	(\$32,744)	\$26,549	(\$534) ======	(\$30,427)	(\$48,968) ======	(\$90,289) ======	(\$69,320	\$134,976 =======

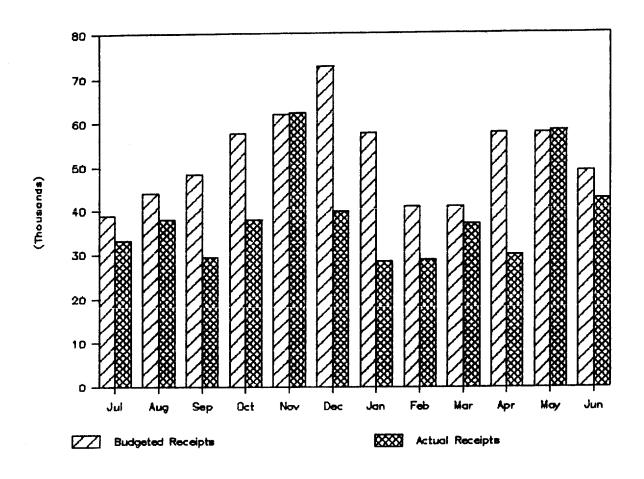
Board For Communicati Services KFUO-FM Radio Station Statement of Revenue and Expenses Compared with Budget For the Year Ended June 30, 1988

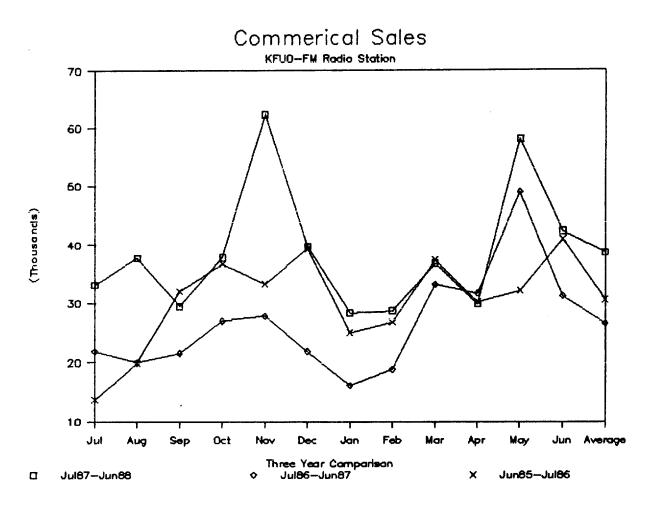
	MON			E A R -TO		Favorable		
			avorable)		(Unfavorable)			
	Actual			Actual	Budget	Variance		
REVENUE:								
Individuals	\$40	\$200	(\$160)	\$2,890	\$2,400	\$490 (1,780)		
Other	2,682	2,042	640	22,724	24,504	(1,780)		
Commerical Sales (Total)	35,092	48,250	(13, 158)	406,244	579,000	(172,756)		
Less: Agency Fees	3,935	2,573	(1,362)	45,265	30,880	(14,385)		
Other Commerical Sales (Total) Less: Agency Fees Sales Commission	8,598	7,238	(1,361)	85,613	86,850	1,237		
Commercial Sales (Net)						(146,815)		
Commercial Trades	6,560	4,000	2,560	59,387	48,000	11,387		
Total Revenue	31,840	44,622	(12,782)	360,367	497,084	(136,718)		
EXPENDITURES:								
Personnel Cost Travel & Meetings Consult. Hospitality Advertising Promotional Materials Creative Dev.& Research Equipment Purchased Equip Maint & Repairs Films, Prints, & Layouts Long Distance Office Supplies & Forms Mailing & Shipping Uncollectible Debts Miscellaneous Rent & Utilities-KMJM	45 743	27 265	(10 470)	364 073	227 184	(36 990)		
Travel & Meetings	1 276	21,203	(10,410)	2 770	2 460	(30,003)		
Consult Hospitality	7 974	114	(7,011)	11 930	1 368	(10 562)		
Advertising	7,374 3 186	625	(2.561)	25 954	7 500	(10,302)		
Promotional Materials	1 404	1 208	(2,301)	3 269	14 496	11 227		
Creative Dev & Research	150	170	20	1 245	2 040	795		
Equipment Purchased	378	350	(28)	2 795	4 200	1.405		
Equip Maint & Repairs	754	493	(261)	14 211	5.912	(8, 299)		
Films. Prints. & Lavouts	10	250	240	12.086	3.000	(9,086)		
Long Distance	209	228	19	1.387	2.736	1.349		
Office Supplies & Forms	407	415	-8	6.388	4.980	(1,408)		
Mailing & Shipping	176	100	(76)	2.005	1,200	(805)		
/Uncollectible Debts	8.148	0	(8,148)	8.148	0	(8,148)		
Miscellaneous	91	100	9	2.012	1.200	(812)		
Rent & Utilities-KMJM	2.800	1,150	(1,650)	31,050	13,800	(17,250)		
Printing & Reproduction	585	250	(335)	6,825	3,000	(3,825)		
Records & Syndicated Prog	2,707	2,085	(622)	17,427	25,020	7,593		
Program Schedule/Ovation	15,116	420	(14,696)	18,530	5,040	(13,490)		
Uncollectible Debts Miscellaneous Rent & Utilities-KMJM Printing & Reproduction Records & Syndicated Prog Program Schedule/Ovation Studio Supplies(Tapes) Lines & Special Wires Tower Rental Media Trades	1,375	500	(875)	5,132	6,000	868		
/Lines & Special Wires	872	475	(397)	9,144	5,700	(3,444)		
Tower Rental	2,725	1,250	(1,475)	31,466	15,000	(16,466)		
Media Trades	6,560	4,000 3,112	(2,560)	49,849 41,487	48,000	(1,849)		
Allocations (40%)	4,083	3,112	(971)	41,487	37,344	(4,143)		
Total Expenses	106,729			669,192				
Excess (Deficiency) of Revenue Over Expenses	(\$74 RRQ)	(\$143)	(\$74 74E)	(\$308 825)	(\$40 ngs	(\$268,729)		
veserine oser pyhenges	(414,003)	(4747)	(413,140)	(4000,020)	(440,030	,, 4200, (23)		

# The Lutheran Church--Missouri Synod 000037 Board for Communication Services-KFUO Radio Station - FM Schedule of Current Fund Revenue and Expenses For the Year Ended June 30, 1988

	Cash Sales	Trade Sales	Total
REVENUE:			
Commercial Sales	\$406,244	\$59,387	\$465,631
Less: Direct Expenses-	φ400,244	<b>400</b> ,001	Ψ100,001
Agency Commissions	45,265		45,265
Sales Commission	85,613		85,613
barob dominabadi.			
Net Sales	275,366	59,387	334,753
Other Revenue:			•
Gifts - Individuals	2,890	•	2,890
Others	22,724		22,724
·			
Total Revenue	300,980	59,387	360,367
EXPENDITURES:			
Personnel Cost	364,073		364,073
Travel, Meetings, Membershi			2,779
Hospitality-Workshops, Conf	5,470	15,900	21,370
Consultant & Professional	6,460		6,460
Advertising Expenses	25,954	14,049	40,003
Promotional Materials	3,269		3,269
Creative Dev. & Research	1,245		1,245
Equipment Purchased	2,795	9,653	12,448
Equipment Maintenance	14,211		14,211
Films, Prints, & Layouts	12,086		12,086
Long Distance	1,387		1,387
Office Supplies & Forms	6,388		6,388
Mailing & Shipping	2,005		2,005
Uncollectible Debts	8,148		8,148
Miscellaneous	2,012	8,982	10,994
Power & Lease Payment(KMJM)	31,050		31,050
Printing & Reproduction	6,825		6,825
Programs - Syndicated	17,427		17,427
Publ., Bulletins, & Prints	18,530	1,265	19,795
Supplies-Control Room	5,132		5,132
Telephone	3,144		9,144
Tower Rental	31,466		31,466
Allocation from AM - 40%	41,487		41,487
Mada 1 12	040 040	40.040	
Total Expenses	619,343	49,849	669,192
Evenes (Definiones) of			
Excess (Deficiency) of	(4210 202)	#O EDO #	(4000 005)
Revenue Over Expenses	(\$318,363) =======	\$9,538 <b>*</b>	(\$308,825)
		=======	
* FM Transfer to Plant Fund	for Canitalia	zed Fauinment	1,098
* FM Trade Sales with AM	TOT CUPICALL	aca ndarbment	1,030
Hospitality			2,190
Flip Stereo			1,000
Copying Concept			5,250
Total			9,538

========





LUTHERAN CHURCH-MISSOURI SYNOD Radio Station KFUO - FM Analysis of the Aging of FM Receivables 20-Aug-88

Aged as	Total Accounts Receivable	Current	Percent	61-90 Days	Percent	91-120 Days	Percent	Over 121 Days	Percent
30-Nov-86	63,643	33,189	52.1%	7,740	12.2%	6,034	9.5%	16,681	26.2%
31-Dec-86	58,485	29,743	50.9%	10,258	17.5%	4,340	7.4%	14,144	24.2%
30-Jan-87	56,782	25,251	44.5%	10,365	18.3%	8,084	14.2%	13,080	23.0%
28-Feb-87	57,739	25,905	44.9%	9,736	16.9%	6,508	11.3%	15,590	27.0%
28-Mar-87	69,661	37,585	54.0%	7,578	10.9%	7,724	11.1%	16,774	24.1%
25-Apr-87	71,726	46,945	65.5%	4,100	5.7%	3,942	5.5%	16,739	23.3%
31-May-87	92,855	61,382	66.1%	11,549	12.4%	2,805	3.0%	17,119	18.4%
28-Jun-87	82,439	58,520	71.0%	11,373	13.8%	7,683	9.3%	4,863	5.9%
Average	69,166	39,815	57.6%	9,088	13.1%	5,890	8.5%	14,374	20.8%

Aged as	Total Accounts			31-60		61-90		0ver <b>9</b> 0	
of	Receivable	Current	Percent	Days	Percent	Days	Percent	Days	Percent
26-Ju1-87	82,246	44,745	54.4%	19,159	23.3%	9,257	11.3%	9,085	11.0%
30-Aug-87	77,939	25,657	34.2%	20,524	26.3%	14,173	18.2%	16,586	21.3%
27~Sep-87	80,313	21,530	26.8%	25,028	31.2%	9,875	12.3%	23,881	29.7%
25-0ct-87	82,785	44,646	53.9%	18,214	22.0%	. 0	0.0%	19,925	24.1%
29-Nov-87	112,312	48,746	43.4%	24,862	22.1%	15,490	13.8%	23,215	20.7%
27-Dec-87	111,143	29,663	26.7%	41,869	37.7%	17,235	15.5%	22,376	20.1%
31-Jan-88	103,036	22,430	21.8%	24,236	23.5%	23,969	23.3%	32,401	31.4%
28-Feb-88	100,928	45,089	44.7%	0	0.0%	15,255	15.1%	40,585	49.2%
27-Mar-88	112,644	52,542	46.6%	15,000	13.3%	11,734	10.4%	33,368	29.6%
24-Apr-88	92,014	23,715	25.8%	36,732	39.9%	9,197	10.0%	22,370	24.3%
29-May-88	104,194	45,831	44.0%	18,933	18.2%	18,918	18.2%	20,513	19.7%
26-Jun-68	109,926	31,380	28.5%	36,003	32 <b>.8%</b>	11,863	10.8%	30,680	27.9%
Average	97,457	36,414	37.4%	23,380	24.0%	13,080	13.4%	24,582	25.2%
							=======		======

THE LUTHERAN CHURCH--MISSOURI SYNOD BOARD FOR COMMUNICATION SERVICES - KFUO RADIO STATION ST. LOUIS, MISSOURI JUNE 30, 1989

FINANCIAL STATEMENTS

(Unaudited)

### THE LUTHERAN CHURCH--MISSOURI SYNOD BOARD FOR COMMUNICATION SERVICES-KFUO RADIO STATION

### UNAUDITED FINANCIAL STATEMENTS

### June 30, 1989

Balance S	Sheet	1
Statemen	t of Current Fund Revenue, Expenses and Changes in the Fund Balance	2
Schedule	of Changes in Cash-Due from (Due to) Synod	3
Schedule	of Current Fund Revenue and Expenses Compared with Budget - AM	4
Schedule	of Current Fund Revenue and Expenses - AM	5
Schedule	of Current Fund Revenue and Expenses Compared with Budget - FM	6
Schedule	of Current Fund Revenue and . Expenses - FM	7
Tracking	Commerical Sales	R

## The Lutheran Church--Missouri Synod Board for Communication Services - KFUO Radio Station Balance Sheet June 30, 1989

	~ .	Plant Fund		Endowment	m . 1
	Current Fund	Unexpended	Unexpended Expended		Total Fund
ASSETS:		~-~-~- <b>~</b>			
Cash	\$1,600	\$	\$	\$	\$1,600
Accounts Receivable		•	. •	•	, .
Extension & Congregati	7,164				7,164
Commercial	200,921				200,921
Foundation	4,088			60 535	4,088
Investments	254,599			23,585	278,184
Prepaid Expenses	7,453				7,453
Notes Receivable Equipment:	1,450				1,450
Transamitter			478,229		478,229
Studio-Technical			220,747		220,747
Furniture & Fixtures			133,793		133,793
Other Equipment			25,093		25,093
Building & Improvements			274,873		274,873
Accumulated Depreciation			(743,057)	)	(743,057)
	477,276	O	389,678	23,585	890,539
	=======================================	=======================================	=========	=======================================	========
LIABILITIES AND FUND BALANCE	:				
Funds Due to Synod	207,685				207,685
Due To (From) other Funds	21,192	(21,192)	i		(0)
Accrued Vacation	64,320	(02,202)			64.320
Accounts Payable	6,335				6,335
Deferred Restricted Rev.	-,	21,192			21,192
Fund Balance	177,745	, <del></del>		23,585	201,330
Net Investment in Plant			389,678	•	389,678
	\$477,276	\$ 0	\$389,678	\$23,585	\$890,539
	=========	========	========	========	

	MA	FM	Total
REVENUE:			
Gifts and Grants			A. 4.4. E. (4.1)
Legacies & Bequest	\$441,598	\$	\$441,598
Individuals	117,494	1,785	119,279
Congregations	30,098		30,098
Memorials	31,101		31,101
Grants	3,487		3,487
		1,785	625,563
	623,778	501,087	537,861
Commercial Sales	36,774	46,151	46.151
LESS: Agency Commissions		106,372	106,372
Sales Commissions			
Net Sales	36,774	348,564	385,338
Commercial Trades	,	56,423	56,423
Interest	51,435	,	51,435
Unrealized Gain	0		O
Other Revenue	18,947	6,558	25,505
	730 934	413,330	1,144,262
Total Revenue			
EXPENDITURES:			
Personnel Cost	370,945	380,073	751,018
Travel & Meetings	3,894	383	4,277
Consult. Hospitality	10,637	28,501	39,138
Advertising Fromotions		24,974	24,974
Promotional Materials	18,826	46,789	65,615
News Service Agency	21,730<		21,730
Audio/Visual Production	10,282		10,282
Bldg. Repairs & Maint.	11,698		11,698
Creative Dev/Res		140	140
Heat, Light. Power, & Water	10,880		10,880
Power & Lease Payment(KMJM)		48,028	48,028
Interest Expense		1,003	1,003
Insurance	5,490	4,494	9,984
Legal Fees	4,638	24,392	29,030
Telephone Equip & Charges	24,724	19,614-	44,338
Mailing & Shipping	20,437	2,283	22,720
Membership	437	2,050	2,487
Uncollectible Debts		5,724~	5,724
Miscellaneous	8,733	1,592	10,325
Office Supplies & Forms	10,800	4,285	15,085
Printing & Reproduction	50,343	578	50,921
Programs & License Agency Fees		15,793	15,793
Tapes	9,298		9,298
Records & Transcriptions	2,091		2,091
Supplies - Control Room	5,552	12,266	17,818
Equipment Maintenance	9,271	4,586	13,857
Equipment Purchase	3,906	12,098	16,004
Tower Rental - FM		33,476	33,476
Allocation - 40% to FM	(23,867)		
Total Expenses	590,745	696,988	
Excess (Deficiency) of	\$1.40 LBQ	(\$283,658)	(143,472)
Revenue Over Expenses			
			504 126
Beginning Balance - July 1, 1988			504,126
			504,126 182,909 

Board for Communications Services - KFUO Radio Station The Lutheran Church--Missouri Synod Schedule of Changes in Cash-Due from (Due to) Synod For the Fiscal Year Ended June 30, 1989

OPERATING ACTIVITIES- Excess (deficiency) of revenue over expenses	(\$143,472)
Adjustments to reconcile excess (deficiency)	
of revenue over expenses to net cash	
provided by operating activities: Uncollectible Debt Expense which did	
not require cash outlay	1,999
Increase in Accounts Receivable	(96,112)
Increase in Other Assets	(2,236)
Increase in Investments	(3,522)
Decrease in Accounts Payable	(22,504)
Decrease in Deferred Grants	(3,487)
Increase in Vacation Accruals	26,628
Net Cash provided by Operating Activities	(242,707)
INVESTING ACTIVITIES- Purchase of Broadcasting Tower equipment	(182,909)
Increase in Cash-Due from (Due to) Synod	(425,616)
Cash-Due from (Due to) Synod at July 1, 1988	217,931
Cash-Due from (Due to) Synod at end of the month	(\$207,685)